A67.9/2: 4E57,

# EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

HOME LIBRARY
FEB 15 1980

February 8, 1980

0280-0281 Oats and hay (West Indies). Desires to buy (A) Racehorse oats and (B) hay. Quantity: (A) 500 bags and (B) 500 bales. Packaging in bags and bales. Delivery as soon as possible, monthly. Requires English language. Quote CIF. Bank ref: Bank of Commerce T & T Ltd., 55 Queen St., Port of Spain, Trinidad W.I. Contact: Nolan Hajal, Hajal & Co., 67 Queen St., Port of Spain, Trinidad W.I. Phone: 62-35684; 62-35641.

0282 Hog hides (Italy). Needs large quantity of hog hides. Type of packing: packaged on pallets in containers shipped by sea. Time of delivery: to be agreed upon at a later date. Quotations desired CIF. Type of payment: Letter of Credit. Bank ref: Banca Commerciale Italiana, Piacenza. Contact: Mr. Severi, Severi Comest Italiana Spa., via Emilia Parmense 39, 29017 Fiorenzuola D'Arda (Piacenza). Phone: 0523-983756. Telex: 530108 COMEST I.

0283 Horsemeat (Netherlands). Wishes to buy horsemeat in own juice for processing. Quantity minimum 50 mt each week. Quality: fores only, maximum visible fat one percent. Packaging: canned, about five lbs. Delivery starting second half of 1980. Quote FOB or CIF Rotterdam. Contact: F. Lampe, Ceve-BIO, P.O. Box 8044, 3009 AA Rotterdam, Nausdalestraat 44, 3067 U.S. Rotterdam. Cable: FLAMEXPORT. Phone: 010-201600.

0284-0289 Garlic, onions, beans, ham, broilers, and butter (Venezuela). Wants to buy (A) fresh garlic, (B) fresh onions, (C) black beans, (D) cooked ham, (E) frozen broilers and (F) butter. Quantity (A) 4 M. tons per month, (B) 20 metric tons/month, (C) 15 m. tons/month, (D) 5 tons/month, (E) 40 m. tons/month, (F) 4 m. ton/month. Quality (A) U.S. number one, (B) & (C) same, (D) U.S. choice, (E) U.S. Grade A, and (F) same as E. Packaging (A) & (B) 100 lb. sacks, (C) same, (D) apprx. 2 lb. and 5 lb. cans, (E) plastic bags, and (F) ½ lb. cans. Delivery as soon as possible. Required A, B, & C phytosanitary permit, D, E, and F USDA health certificate. Quote C&F Matanzas - Puerto Ordaz, La Guaira, Venezuela. Bank ref: Banco Union. Contact: Irama Valles, Inversiones Transmundial C.A., Irama Valles, Apartado 2041, Caracas, Venezuela. Telex: 22746 TELERAMA. Phone: 561.4666.

0290 Corned beef (Egypt). Needs corned beef. 15,000 cartons of 24 packages each of 200-340 grams. Quality: grade A. Delivery as soon as possible. Requirements: no pork meat or fat, no grains, potatoes, starch, soya or no other additives other than cattle fat. No coloring and fat not to exceed 14%. Quote CIF Alexandria. Bank ref: Chase National Bank, Cairo, Egypt. Contact: Ahmad Maher El Kashef, Cash Establishment, 3, Michel Lotfalla, Zamalek, Cairo. Telex: 93090 UFTAF UN, Attn: Mr. El Kashif. Phone: 801265.

Issued weekly by the Export Trade Services Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250

0291 Wheat flour (England). Wishes white wheat flour. Quantity 5,000 metric tons. Quality 1st grade. Packaging to be established. Delivery soonest. Quote CIF, Mombasa. Bank ref: National Westminster Bank Ltd. Contact: Mr. J.S. Joshi, Gear Sellers Ltd., 11, 23 Alicia Avenue, Kenton, Middlesex. Telex: 299927. Phone: 01-907 4768.

0292 Soybeans (England). Interested in selling soybeans. Quantity 10,000 tons. Quality U.S. No. 1, 13% moisture content, 36% protein content and 18% oil. Packed loose. Delivery urgent, soonest. Quote CIF Mediterranean and/or FOB E. Seaboard. Bank ref: Midland Bank Ltd., Mile Cross, Norwich. Contact: Mr. J.B. Levesley, East Anglia Plant and Shrub Co. Ltd., 255 St. Faith's Road, Old Catton, Norwich. Telex: 975185 ICEAIR. Phone: 46733.

0293 Turtle eggs (New Zealand). Would like to buy turtle eggs - Red Ear species. Quantity: 1,000 eggs - trial shipment. Quality: must be fertilized. Delivery as soon as possible. Bank ref: National Bank of New Zealand, Courtenay Place. Contact: Mr. P. J. Elliott, Elliotts Private Business, 21 Woodland Road, Johnsonville, New Zealand. Phone: 780-641.

0294 Luncheon meat (Egypt). Wants luncheon meat. Quantity 15,000 cartons of 24 packages each of 200 grams. Quality Grade A. Delivery as soon as possible. Requirements: made of beef and starch and dried milk. No pig fat or meat. Meat 75%, protein 20%, fat not more than 15%, moisture not more than 55% and starch not more than 5%. Quote CIF Alexandria. Bank ref: Chase National Bank of Cairo, Garden City, Cairo. Contact: Ahmad Maher El Kashef, Cash Establishment, 3, Michel Lotfalla, Zamalek, Cairo. Telex: 93090 UFTAF UN, Attn: Mr. El Kashif. Phone: 801265.

0295-0296 Soybean oil, soybeans (Morocco). Wants 15,000 mt per month crude soybean oil, acid base 1% max. 1.5%; refraction 2.5 over 1% or proportional fraction; water/bulk 0.50% max.; lecithin & sediment 0.50% max. over 0.50 refraction 0.917 thru 0.921%. Delivery at least once a month. Also want 3,000 mt monthly soybeans. Rule 103 of the National Soybean Processors Association apply. Delivery according to terms of contract. Products packaged in bulk. Supplier should have experience in exporting to Africa but should not be represented in Morocco. Quote C&F Casablanca, dollars/metric ton. Bank ref: Credit Du Maroc, Boulevard Mohamed V, Casablanca, Morocco. Contact: Abdelouahed El Alj, Consortium Marocain, S.A., 46, Rue Du Pas-De-Calais, BP 721, Casablanca, Morocco. Telex: INTERWOOL Casablanca 21844. Cable: INTERWOOL, CASABLANCA. Phone: Casablanca 302977, 308822.

0297 Popcorn (Morocco). Wants to buy corn for popping. Quantity 2,000 bags of approximately 50 lbs. Quality: unprocessed. Packaging Kraft-line jute bags shipped in containers. Delivery February 1980. Required: samples would be appreciated. Quote C&F Casablanca, Morocco. Bank ref: Banque Marocine Du Commerce Exterieur, (BMCE), Boulevard Mohamed V, Casablanca, Morocco. Contact: Meyer Elleb, Campagnie de Fruits & Bananes, (Cofruba), Rue de Beauvais (Halles), Casablanca, Morocco. Telex: 25929 M. Cable: COFRUITBA. Phone: Office 24.40.63; 24.40.65; 24.40.64. Home: 26.96.19 DUKE.

0298 Dog Food (Honduras). Wants to buy dog food. Shipped in packages of under 25 lbs. and 25 lbs. and over. This firm wants to receive offers as soon as possible. Quote CIF Puerto Cortes, against Letter of Credit including price lists. Contact: Jose Segovia Inestroza, Manager, Agrocomercial Segovia, S. de R. L., P.O. Box 1125, Tegucigalpa, D.C., Honduras. Cable: SEGOVIA. Phone: 227537.

0299 Apples (Germany). Needs fresh apples. Regular shipments, but quantities not yet known, first quality. Usual export packaging & delivery as soon as possible. Quote C&F Alexandria, Egypt. Bank ref: Deutsche Bank AG., Hamburg. Contact: Methal Al-Alusi, Africana Office GMBH (in foundation), Kirchenallee 57, D-2000 Hamburg 1, Germany. Telex: 0212164358 (ANSWER BACK: AFOD D). Cable: AFOD Hamburg. Phone: 040-249540.

0300 Frozen chicken (Canada). Quebec firm desires import diced cooked frozen chicken meat packed bulk in 10 to 30 lb. cartons. Volume: minimum 40,000 lbs./mo. Bank ref: Toronto Dominion Bank, Cote de Liesse & Montee D'Liesse, St. Laurent, Quebec. Contact: Geroge Guilbault, Louis Foods Ltd., 5105 D'Fisher St., St. Laurent, Quebec, H4T 1J8, Canada. Telex: 058-25716. Phone: (514) 731-6428.

0301 Milk replacer (Ecuador). Wishes to buy milk replacer for calves. Quantity 10,080 bags every 3 months. Quality: for starters. Packaged in 50 lb. bags or 25 kilo bags. Delivery as soon as possible. Required: Spanish label preferably. Quote: C&F, Manta FOB referential. Bank ref: Banco Del Azuay, Bolivar 5-47, Cuenca, Ecuador, Phone: 830-222. Contact: Rodrigo Leon D., Centro Agricola Cantonal, CAsilla z uenca, Ecuador. Phone: 824-857.

0302-0304 Soybean oil, cottonseed oil, and sunflower oil (Syria). Government agency needs (A) fully refined pure soybean oil according to American Condition AOCS Method, Free fatty acid max. 0.05%, (B) fully refined pure cottonseed oil, yellow or white according to American Conditions AOCS Method, free fatty acid 0.25 to 0.05% max., (C) fully refined pure sunflower oil, free fatty acid 0.08% max. Quantity 7,000 mt of A or B or C. Packing in new barrels of 200 kg capacity or other available packing. Delivery shipment 3500 mt March 1980 and 3500 mt April 1980. Quote C&F Lattakia liner terms including 3% GEZA Commission. Offer deadline is Feb. 19, 1980, valid until Feb. 21, 1980. Contact: Salem Haddad, General Director, Foreign Trade Organization for Chemicals and Food-Stuffs (GEZA), P.O. Box 893, Damascus, 11008 SY and 11370 SY, Geza, Damascus, Syria. Phone: 226521-118919-225421.

0305 Food Gelatin (Ecuador). Desires to purchase food gelatin. Quote C&F Guayaquil. Contact: ENG Jorge Garcia, Sumesa Cia Ltda., Casilla 8521, Guayaquil, Ecuador. Telex: 04-3633 NUCLEJ-ED. Phone: 351090.

0306 Potatoes (Panama). Interested in purchasing 2.5 million lbs. of fresh potatoes, in 100 lb. sacks for delivery during next months. Quotations CIF Panama City other reference need sanitary certificate from country of origin. Bank ref: Chase Manhattan Bank, P.O. Box 76, Panama 9A., R.P. Contact: Panamanian Importer, Virgilio Capriles, President of Virca, S.A., Panama City, Panama. Phone: 60-1700. Telex: 36-875 VIRCA PA.

0307 Soya flour (Zambia). Government agency needs 10 metric tons soya flour, packed in polythylene bags. Tender deadline March 15, 1980. Required moisture less than 8%; protein (NX6.25) greater than 40%; fat 10-15%; fat 10-15%. All responses should be telexed ZA 41520. Quotations: all interested suppliers will be required to quote C&F prices at Durban, Republic of South Africa, for delivery in March or April, 1980. Payment will be by Irrevocable Letter of Credit.

Contact: The General Manager, Dairy Produce Board, Kwacha House, P.O. Box 124, Lusaka, Zambia.

0308-0312 Dry milk, evaporated milk and condensed milk, canned specialties, canned fruits and vegetables (Honduras). Needs dry milk products, and canned evaporated and condensed milk, canned specialties, canned fruits and vegetables. Contact: Bishara J. Kawas, Manager, Juan N. Kawas Sucs., S.A., Ave. San Isidro, La Ceiba, Honduras. Cable: KAWAS. Phone: 422346.

0313 Powdered whole milk (Honduras). Desires to purchase powdered whole milk, in paper bags or better. Quote CIF Puerto Cortes.
Contact: Jose Antonio Castellanos, Planta de Productors Lacteos Sula, P.O. Box 140, San Pedro Sula, Honduras. Cable: SULA. Phone: 521277.

0314 Sugar (Mexico). Wishes to buy 1,000 tons of refined sugar (sugarcane) and 1,000 tons of brown sugar. Bank ref: Banca Comermex. Contact: Jose M. Xavier Pedrero Gerente, Inter-Export, S.A., Havre NO. 67-Despacho 107 Mexico 6, D.F. Phone: 514-1769.

0315-0317 Beans, peas, and lentils (Colombia). Desires red beans, peas and lentils. Also would like price list of these items. Contact: Andre Gomez Carcia. Cable: AGOMEGAR.

0318-0319 Peanuts and nuts (Japan). Wishes gift packages of peanuts and other nuts. Quantity: one container load. Quality: products mainly include peanuts, sample and specific information required. A certificate showing peanuts are aflatoxin free must be attached to the product shipment. Packaged in can or glass container for retail purpose. Delivery immediately. Quote CIF. Bank ref: Mitsubishi Bank Toranomon Branch, Tokyo. Contact: Tohru Hihota, Kataoka & Co., Ltd., No. 11 Mori Bldg., 2-6-4, Toranomon, Minatu-Ku, Tokyo, Japan. Telex: 222-4393. Cable: FIKNRE Tokyo. Phone: 502-0251.

0320 Live dogs (Japan). Needs live dogs, Beagle. Quantity 50 dogs as trial shipment. Quality:dogs must be young and healthy since end-use is for experimental purpose. Weight-about 15 kgs. Shipment appropriate method for export by air. Immediate delivery. Quote C&F Narita airport. Bank ref: Taiyo Kobe Bank Shinbashi Branch, Tokyo. Contact: Ryoichi Kojima, Executive Manager, Showa Bussan Co., Ltd., 3-6-3, Nishi Shimbashi, Minato-Ku, Tokyo, Japan. Telex: 02424624 SHOBU J. Phone: 437-1878.

0321 Food supplements (Japan). Wishes food supplements - protein, wheat germ oil, etc. Quantity 5 m/t as trial shipment. Quality:samples and specific information required. Appropriate packaging for export, immediate delivery. Quote C&F. Bank ref: Mitsubishi Bank, Main Office, Tokyo. Contact: Juichi Okajima, 44-4, 2-Chome, Izumi, Suginami-Ku, Tokyo, Japan. Cable: ORSOLEIL Tokyo. Phone: 325-6353.

0322 Seedlings (Japan). Would like to buy carnation seedlings. Quantity of 150,000 seedlings as trial shipment. Quality:specific information required. Appropriate packaging for export by air, immediate delivery. Quote FOB. Bank ref: Mitsubishi Bank Shibuya Branch Tokyo. Contact: Makio Takahashi, Dai-Ichi Seed Co., Ltd., 4-33-15, Kami-Yoga, Setagaya-Ku, Tokyo, Japan. Telex: 2425551 DAICHI. Cable: DAIICHI SEED. Phone: 427-7171.

0323 Chicken drumsticks (Japan). Interested in purchasing frozen drumsticks. Quantity 10 m/t per month. Quality Grade "A" and must be kept frozen at a temperature of below 15 C, weight - over 45 G. Appropriate packaging for institutional use. Delivery immediately. Quote C&F or FOB. Bank ref: Chuo Shintaku Bank Main Office, Tokyo. Contact: Eitaro UNO, President, Tatsuno Sancyo K.K., 2-3-14, Kyobashi, Chuo-Ku, Tokyo, Japan. Cable: TATSUSANCO. Phone: 278-9587.

0324 Juice (Japan). Would like mango juice concentrate. Quantity 2 m/t as trial shipment. Quality 20-30% concentration. Packed in appropriate metal containers for institutional use; immediate delivery. Requirement: buyer wishes to receive responses by airmail. Quote C&F. Bank ref: Bank of Tokyo, Tokyo Head Office. Contact: Mr. Anandmehta, Anand Canning Industries, PVT. Ltd., c/o Matsukawa Bldg., 8-9-15, Ginza, Chuo-Ku, Tokyo, Japan. Telex: 0252-2926. Cable: PHOSRHATES. Phone: 571-4242.

0325-0327 Pork offals, beef offals, and skimmed milk powder (Philippines). Wishes frozen pork jowls, frozen pork bellies, frozen pork trimmings, frozen beef trimmings, frozen beef briskets, pig mask, and skimmed milk powder (2-3 yrs. old for animal feed). Packed frozen and in cartons. Quote C&F. Bank ref: Philippine Bank of Communications. Contact: Bing H. Lee, New Foundation Trading, Inc., 484 Quintin Paredes St., P.O. Box 1270, Manila, Philippines. Telex: RCA 7573 and ITT 40082. Phone: 49-42-63 or 40-34-43.

0328 Bees (Costa Rica). Desires to buy package bees with queens. Quantity 5,000 - 10,000 packages. Quality Caucasian or Italian. Packages of 3 lbs. each. Delivery as soon as possible. Sanitary certificate from country of origin. Quote CIF San Jose. Bank ref: Bank of Costa Rica, San Jose. Contact: Nelson A. Cuenca, Api-Rica S.A., Apdo 7581, San Jose, Costa Rica. Telex: 2497 TUYA INP. Phone: 48-71-18.

0329 Canned peaches (Ecuador). Wants canned peaches, 10,000 boxes, canned with sweet syrup, 2 lbs. product in each can, delivery immediately. Wants name brands (English markings). Quote C&F Guayaquil. Bank ref: Banco de Descuento - Banco de Credito Hipotecario, Guayaquil. Contact: Felix F. Garcia, (Inseisa) Inversiones Y Servicios Internacionales, S.A., Baquerizo Moreno 1119 7 Piso - Oficina 704 - P.O. Box 248, Guayaquil, Ecuador. Telex: 04-3622 INSEIS-ED. Cable: INSEISA. Phone: 304-746/305985.

0330 Corn (Ecuador). Needs 2,000 mt of feed corn, U.S. No. 1 or U.S. No. 2. Packed in 100 lb. bags plastic/polyester; immediate delivery. Quote C&F & FOB Bank ref: Banco de Descuento - Banco de Credito Hipotecario, Guayaquil Swiss Bank, New York. Contact: Felix F. Garcia, (Inseisa) Inversiones y Servicios Internacionales, S.A., Baquerizo Moreno 1119 7 Piso - Oficina 704 - P.O. Box 248, Guayaquil, Ecuador. Telex: 04-3622 INSEIS-ED. Cable: INSEISA. Phone: 304-746/305-985.

0331 Dried fruits (Ecuador). Desires to buy dried fruits and wants representation. Bulk for repacking into consumer sizes; immediately delivery. Quote C&F Guayaquil. Bank ref: Banco de Descuento - Banco de Credito Hipotecario, Guayaquil. Contact: Felix F. Garcia, (Inseisa) Inversiones y Servicios Internacionales, S.A., Baquerizo Moreno 1119 7 Piso - Oficina 704 - P.O. Box 248, Guayaquil, Ecuador. Telex: 04-3622 INSEIS-ED. Cable: INSEISA. Phone: 304-746/305985.

0332-0333 Apples and grapes (Ecuador). Interested in buying eating apples (Delicious Red) eating grapes (red, purple, green). Quantity: 1,500 boxes of grapes monthly - 3,000 boxes of apples monthly. Quality: eating sizes, small, medium, large sizes. Packed in shipping boxes. Delivery May-December 1980. Quote C&F Guayaquil. Bank ref: Banco de Descoento - Banco de Credito Hipotecario, Guayaquil. Contact: Felix F. Garcia. (Inseisa) Inversiones y Servicios Internacionales, S.A., Baquerizo Moreno 1119 7 Piso - Oficina 704 - P.O. Box 248, Guayaquil, Ecuador. Telex: 04-3622 INSEIS-ED. Cable: INSEISA. Phone: 304-746/305-985.

0334 Shrimp eggs (Japan). Would like to buy 4 mt Brine shrimp eggs (Artemia Salina's eggs). Samples and specific information required, surface shipment. Appropriate packaging (steel drum or large can-bulk) for institutional use. Immediate delivery. Quote FOB. Bank ref: Fuji Bank Main Office, Tokyo. Contact: Hiroshi Kamei, Dainippon Ink & Chemicals, Inc., 3-7-20, Nihonbashi, Chuo-Ku, Tokyo, Japan. Telex: 222-2977 DIC J. Cable: KK INK Tokyo. Phone: 272-4511.

0335-0337 Frozen chicken, dried fruit and canned fruit (Australia). Wants frozen poultry (chicken parts) and dried fruits and canned fruits; sound export quality. For packing chicken: as currently exported; dried fruits: packet 425 gr., 375 gr., tins: 24 x 15 oz tins or 24 x 29 oz tins. Continuous - market demand. Quote CIF, C&F, FOB for Malaysian & Singapore markets also Pacific Island - T.T.P.I. Bank ref: Bank of N.S.W., Fitzroy Branch, Smith Street, Fitzroy, VIC. Contact: S. F. Kamil, Kamil Export Co. Pty. Ltd., Kamil Export Co. Pty. Ltd., 16 Flinders Lane Melbourne 3000, Australia. Telex: AA37089. Cable: "KAMILEX". Phone: 633-281.

0338 Horsefat (Netherlands). Desires to purchase horsefat, shoulder, sterilized about 5 metric tons per year. Packed in cans, 20 lbs. Quote CIF Rotterdam or FOB. Bank ref: Amro-Bank Winterswijk. Contact: Z. V. J. Zeman, Zeman B.V., Serenadestraat 3, 7323 LJ Apeldoorn, Netherlands. Telex: 32412. Phone: 055/216170.

0339-0341 Fruit cocktail, canned peaches and tomato ketchup (West Germany). Would like to buy (A) fruit cocktail, can size No. 10, (B) canned peaches, can size No. 10, and (C) tomato ketchup, 5 or 10 kilo cans. Quantity: (A) 300/400 cartons, (B) 100/150 cartons, (C) 1 m/t per shipment. Quality: (A) & (B) choice, in light syrup, (C) choice. Packaging (A) & (B) 6 per carton, on pallets, (C) on pallets. Delivery (A) & (B) April/May arrival, (C) May/June arrival. Quote all FAS East Coast. Bank ref: Vereins-UND Westbank AG, Hamburg. Contact: Rudolf Kass, Kass & Richers (GMBH & CO.), Transit Wholesalers for Ships Supplies, Kannengiesserort 5, D-2000 Hamburg 11, Germany. Telex: 02 162 104 (ANSWER BACK: KARI D). Cable: SCHIFFSPROVIANT Hamburg. Phone: 040-33 15 66.

0342 Wines (West Germany). Wants to make direct purchase for California White, Red, and Rose wines and possible exclusive representation. Contact: Walter Krueger, Weinhaus in Schwachhausen GMBH, Schwachhauser Heerstr. 206, D-2800 Bremen 1, Germany. Phone: 0421/232759.

0343 Almonds (Japan). Wants yearly,250,000 lbs. of almonds, blanched sliced thin. Quality and other requirements: top grade without broken pieces. Sample (100 grams) required. Packaging: 25 lbs. packed in ployethylene bag, then in a carton for export. Quoations C&F Kobe. Deliver shipment promptly. Bank ref: Mitsubishi Bank, Hyogo Branch, Kobe. Contact: Takeo Ishikawa, Director, Import Dept., Sugita Trading Co., Ltd., 3-11 Mikage Ishimachi, Higashinada-Ku, Kobe 658, Japan. Phone: (078) 811-1234.

0344-0348 Sugar, veal, dried milk, canned fruits & vegetables (United Arab Emirates). Wants to buy sugar, veal, dried milk, canned fruits and vegetables. Quantity: sugar 3,000 tons monthly; dried milk 20 kilo sample, canned fruit and vegetables Packaging: sugar, poly jute bags; dried milk, 900 gram cans and 2.5 kilo cans. Requirements: veal killed according to Islamic law. Quote FOB and CIF. Delivery as soon as possible. Contact: Mrs. Hase, Salsha International, P.O. Box 540, Abu Dhabi, United Arab Emirates.

0349-0350 Apple root stock or seeds (Guatemala). Wants to purchase 100,000 to 150,000 each of apple root stock or seed (Malin-Merton 106). Quality: approx. one year old. Packed appropriate, but without any soil material; deliver in April - May. Phytosanitary certificate,certification of origin, etc. required. Quote CIF Aurora Guatemala (Transportation by plane). Bank ref: Banco Industrial, Blvd. Liberaction 7-25, Zona 9 Bandesa, 9A. Calle 9-47, Zona 1, Guatemala. Contact: Agr. Susano F. Reyes, Villa Ernestina, San Cristobal Totonicapan, Guatemala.

0351-0352 Poultry and eggs (Canada). Montreal firm seeks suppliers of frozen poultry and eggs for shipment to Middle East. Wishes frozen chicken 8 mt monthly and 30,000 dozen eggs (fresh) monthly. Contact: Z.A. Zafari, Expo Freight, Decarrie Square, 6855 Colanranald, Cote, St. Luc, Montreal, Quebec H3X 2T8, Canada. Phone: (514) 739-1500.

0353 Frozen chicken (United Arab Emirates). Firm needs frozen chicken and desires to import 4,000 metric tons of Grade A fryers ranging from 900 grams to 1,600 grams by a chartered vessel that would call on various Gulf ports for partial delivery at each stop. Also wants price list. Contact: Fayez Wahbeh, Spinney's P.O. Box 677 Duabi, United Arab Emirates. Telex: 45666 SPINN EM.

0354 Canned dietetic foods (Egypt). Needs canned dietetic food. Request catalogues and price lists CIF Egyptian ports. Contact: Ismail Ayad, 43, Misr and Sudan St., Hadayek El Kobba, Cairo, Egypt.

0355-0361 Canned foods, fruits, and juices, raisins, filberts, Macadamia nuts, and prunes (Singapore). Wishes to purchase canned foods, fruits and juices; raisins, filberts, Macadamia nuts and prunes. Quantity: Canned foods, fruits and juices, 5-20 foot container per month. Packaging: Canned foods, fruits and juices consumer size and #10 tin size for hotel and institutional uses. All other items in both consumer and bulk packing for industrial uses. Quote CIF Singapore and FOB San Francisco ports. Deliver April 1980, onward. Forward specification of products, price details, samples and terms of payment are required. Bank ref: Bank of Singapore, Tat Lee Bank. Contact: Joseph Thng, 412-4th Floor, Block B, Kapo Factory Bldg, 80 Playfair Rd., Singapore 1336, Repbulic of Singapore. Telex: RS 33251. Phone: 2834619, 2833746.

0362 Breeding stock (Egypt). Egyptian businessman wants a joint venture in developing a cattle ranch to supply meat for Egyptian market. Quantity: 400 head Bank ref: Riggs National Bank, Washington, DC. Contact: Neal O. Weigel, President, Washington International Inc., 4616 Harrison St., Washington, DC 20015. Phone office: 202-657-4412. home: 301-656-4178.

UNIVERSITY OF FLORIDA
3 1262 09051 2988

## Foreign Trade Developments

IKOFA '80: The Munich Fair Management, in cooperation with The U.S. Department of Agriculture, is organizing an American Section for food and beverage firms at IKOFA '80. Taking place in Munich, West Germany, September 19-24, 1980, this fair is a premier international food show. Attendence in 1978 drew over 50,000 trade visitors from 70 countries. Basic booths of 12, 24, and 36 square meters are available. Sapce reservations are requested by February 15, 1980. Persons desiring complete information should contact the following Munich Fair Management's intermediary in the United States:

Gerald Kallman
Gerald G. Kallman Associates
30 Journal Square
Jersey City, New Jersey 07036
Phone: (201) 653-3304

$ales from TORS/Export Briefs. Spot checks by the agricultural attaches in 1979 for 792 or about 35 percent of the trade leads processed thorugh the TORS/Export Briefs programs disclosed 84 sales totaling $41,825,035. Many of these were initial sales for which repeat orders are anticipated.

Chicken was the largest single product item at $8,250,000 followed by supermarket products at $7,115,000 and seafoods at $5,298,700. The leading countries were Japan with 23 purchases reported, England 17, Belgium 7 and Germany 5.

Japan eliminates PCB certification requirements. The Japanese Ministry of Health and Welfare (MHW) has eliminated PCB certification requirements for all U.S. pork and poultry meat and offals, and egg products exported to Japan. On February 5 the MHW began notifying Japanese port inspectors that PCB certifications will no longer be required.